

Manitoba



ANNUAL REPORT

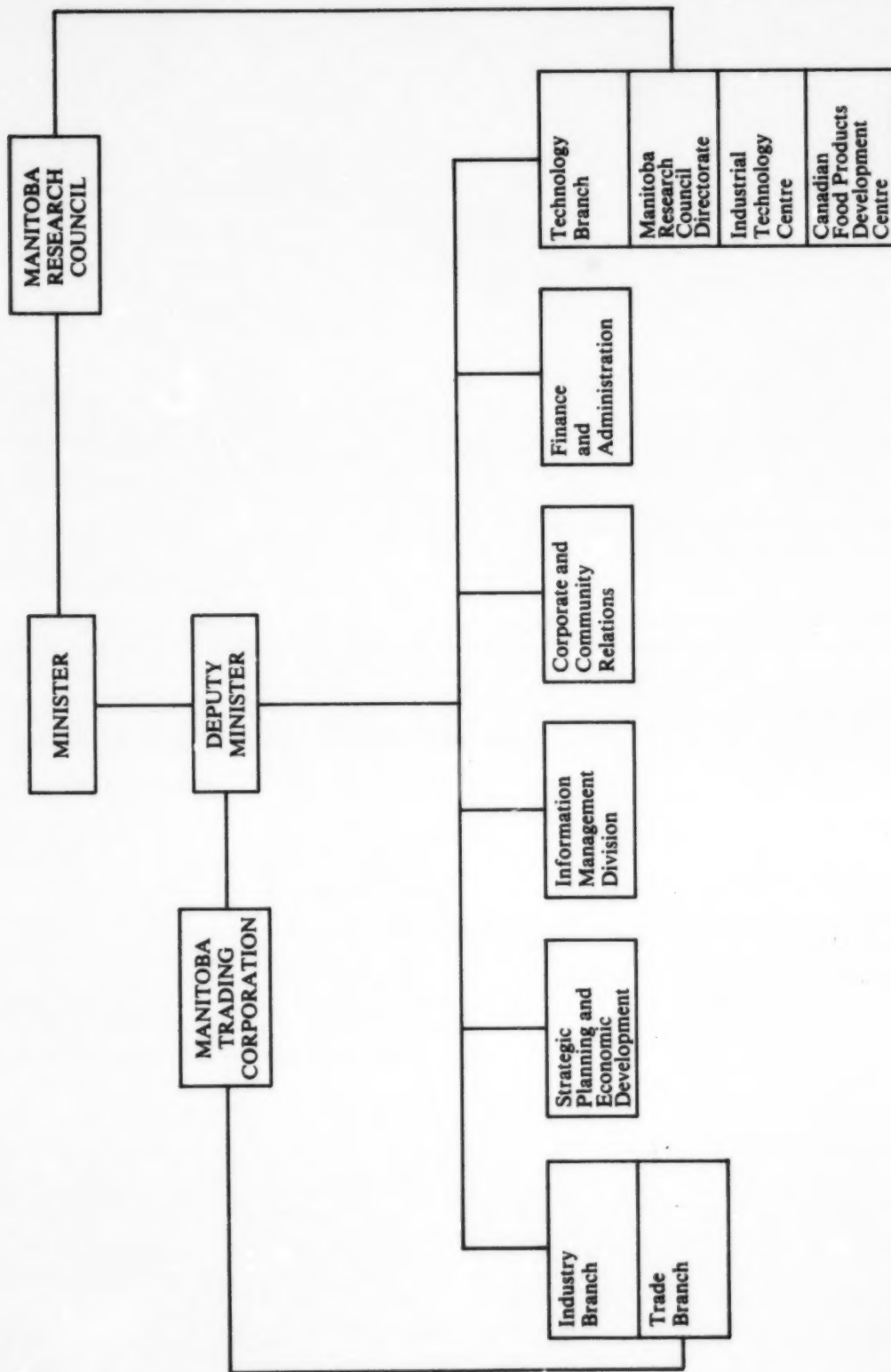
1983 ~ 1984

**The Department of
Industry, Trade
and Technology**

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DEPARTMENT ORGANIZATION
AS OF MARCH 31, 1984



Her Honour Pearl McGonigal
Lieutenant-Governor.
Of the Province of Manitoba.
WINNIPEG, Manitoba.

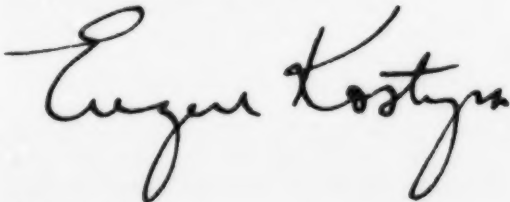
May It Please Your Honour:

It gives me great pleasure to present the Annual Reports for the year ended March 31, 1984, of the Department of Industry, Trade and Technology and its associated agencies, the Manitoba Trading Corporation and the Manitoba Research Council.

In November, 1983, the former Department of Economic Development and Tourism was reorganized under the Department of Industry, Trade and Technology and the Department of Business Development and Tourism.

To the best of my knowledge this report represents a full and accurate summary of activities carried out within Industry, Trade and Technology for the year ended March 31, 1984.

Respectfully submitted,

A handwritten signature in black ink, reading "Eugene Kostyra". The signature is written in a cursive style with a large, sweeping "E" and a long, trailing "y".

Eugene Kostyra,
Minister,
Manitoba Industry, Trade and Technology.



Finance and Administration

With the reorganization of the former Department of Economic Development and Tourism into the two new departments of Industry, Trade and Technology and Business Development and Tourism, the Finance and Administration Branch was retained, at government direction, by the Department of Industry, Trade and Technology, but was to provide administrative and support services within its responsibility area to both new departments.

Accordingly, Finance and Administration continues to provide specialized functions and support to departmental activities, in accordance with government policy and regulatory procedures set out by central agencies within the provincial administration.

Activities

The main administrative functions are financial management and accounting; personnel; motor vehicle administration; stock control; travel control; central registry and filing; central photocopying; and business library. These functions are service oriented with emphasis on response to demand. Staffing levels within the Branch have remained fixed over the past several years and have not increased with the need to respond to two executive organizations.

Financial management and accounting met regulatory obligations with respect to expenditures, revenues and shared cost agreements. The accounting section processed approximately 12,000 payments to suppliers and government departments during the year, a slight increase over the previous year. The personnel office processed documentation and payroll requirements for approximately 250 employees on permanent staff in both departments. Motor vehicle control administered to a

fleet of 40 vehicles for the two departments. Travel control, central registry and filing, and central photocopying carried out substantial workloads for both departments.

Business Library

The Business Library services the information needs of departmental staff and those of its affiliated agencies. The collection is based largely on the subjects of business, economics, international trade, tourism and public policy. The collection is available to other government departments and agencies, the business and academic communities and the public-at-large. The library consists of separate reference and government document sections, a substantial book collection, access to more than 200 data bases, a periodical collection of business and trade literature and vertical file materials.

Activities

During the 1983-1984 fiscal year, the library responded to 3,500 reference requests, processed 241 inter-library loans, conducted 69 on-line computer searches and made 81 audio-visual equipment loans. The number of on-line computer searches and inter-library loans more than doubled over the previous fiscal year.

Net book acquisitions to the collection totalled 430 items, bringing total catalogued holdings to 16,000 items. At year end, the Business Library subscribed to over 300 periodicals and five major newspapers. The library circulated 3,429 catalogued items during the fiscal year, not counting internal circulation. Departmental listings for 7 directories were revised and updated for their publishers.

The Business Library regularly issued current periodical and selected acquisition lists to departmental personnel as part of its current awareness program and provided orientation tours to new staff members and other library clientele.

Industry Branch

The objectives of the Industry Branch are to attract investment capital to Manitoba and to assist major Manitoba companies (with over 50 employees) expand their operations in the province. The Branch also assists larger Manitoba firms which are experiencing financial or other difficulties. Industry Branch services can vary considerably from project to project.

Many new initiatives, both in terms of attracting out-of-province capital and gaining new capital investment from indigenous sources, have been implemented during the fiscal year. They include new methods to attract American companies, as well as targeted off-shore firms. Other new thrusts include an expanded program to attract entrepreneurial immigration to Manitoba and the introduction of Development Agreements, a Manitoba Jobs Fund program.

The Branch continued to work closely with individual private firms, business organizations and other government (municipal and federal) departments to further develop the economy of the province.

Activities

The Industry Branch has played a major or supportive role in the establishment of new plants and expansions to numerous existing operations. During the 1983-84 fiscal year, 16 projects were assisted, representing over \$41 million in manufacturing capital investment and creating and retaining 475 jobs.

Among the more significant projects listed for 1983-84 are such new plants as 3M Canada Inc., Premier Peat Moss, T.G. Bright, Electrotrack and IKO Industries. Major expansions included Burroughs/Memorex, Winpak, Wescott Fashions, Northern Goose Processors, MacDon Industries and Coldstream Products.

Significant projects "in process" during the 1983-84 fiscal year included St. Jude Canada Inc., Waldeck, Canada Packers, National Hard Chrome Plating, Simon Day, Rock Lake Oil Seeds and Toro Company.

Other Activities

- Activity to obtain industrial offsets for Manitoba companies from the Canadian Patrol Frigate Program, the Radar Modernization Program, the CL-215 Waterbomber Program and other major federal government procurement programs continued. Manitoba's

aerospace capabilities continued to be promoted, particularly in relation to the federal government's helicopter manufacturing program. A highlight of the fiscal year was a \$70 million contract received by Sperry Univac, Defence Systems Division, Winnipeg, under the Patrol Frigate Program.

- The Branch completed an in-depth "Investor Identification" study utilizing advanced computer and financial analysis techniques. This study identified some 194 high growth U.S. companies. The Branch initiated a direct approach program, to establish contact with specific firms in this group to encourage their long-term interest in Manitoba.
- Promotion of the department's Entrepreneurial Immigration Program to attract additional capital investment and job creation. Efforts remained focused upon the Hong Kong and West German markets. In addition to staff trips to both countries, organizational support was also provided to a ministerial mission to China and Hong Kong in October, 1983. Major events in Hong Kong included 8 presentations made to approximately 200 prospective immigrants including 45 personal interviews.
- The Branch spent considerable time and effort to assist local firms to reorganize and restructure their operations to ensure future success. While some projects such as Behlen-Wickes were successful, others such as Superior Bus, Kimberly-Clark and Shell Oil were unable to overcome their economic situation and discontinued manufacturing operations in the province.
- As part of the overall plan to encourage investment in Manitoba, a senior representative attended the "Invest in Canada" seminar, sponsored by the federal government in Los Angeles in November, 1983. Good contacts were made and follow-up continues with the more promising projects.
- Branch staff were also active in providing technical advice and guidance to various provincial departments and agencies, municipal organizations, industry associations, the federal government and private sector companies. As part of the Enterprise Manitoba Agreement, the Branch provided financial assistance and logistical support to assist in the formation of the Electronics Industries Association of Manitoba. About 40 local firms have joined together to promote the expansion and development of the electronics industry in the province.

Trade Branch

The Trade Branch assists Manitoba companies to increase inter-provincial and export sales of Manitoba-made goods and services through counselling and support programs. Programs are designed to upgrade and strengthen marketing capabilities of Manitoba firms and provide exposure in new markets. Increased sales in out-of-province markets strengthen and expand Manitoba industry and create job opportunities.

Activities

The Branch is structured on a product sector basis, with officers assigned to specific industry sectors backed by export services and trade research and policy activities. The major marketing thrust is within North America but in preparation of next year's programs, new initiatives in Australia and the Far East have been started.

Support and assistance activities of the Branch resulted in company-reported committed sales of \$3.6 million and \$19.5 million in projected sales over a 12-month period.

The Trade Assistance Program (TAP) provided financial support to 117 companies at 77 trade events in Canada and the U.S.A. The Solo Program cost shares with companies to participate in approved events. 74 grants were given to 56 firms to participate in 50 different events resulting in \$1.7 million committed sales and \$12.5 million in projected sales. 86 agents or distributors were appointed.

Group Trade Shows were organized by the Branch where this was of benefit to an industry sector, providing block space in a coordinated display booth. After one or two showings, participants are encouraged to display on their own or trade programs are investigated with the federal government. Two previous successful provincial exhibits at the Northern Farm Show in Minneapolis and the Agri-Component Show in Kansas City were included in this year's federal program.

Three group shows were organized by Trade Branch assisting 43 firms. Agricultural implements and equipment were displayed in Billings, Montana, and Lethbridge, Alberta. Construction material was promoted in Minneapolis, Minnesota, a solo promotion in cooperation with the Canadian Consulate and the Province of Ontario. Reported committed sales totalled \$346,000 and projected sales of \$3.3 million. 41 agents or distributors were appointed.

Information booths at major international trade shows promoted industry sectors at large and supported Manitoba companies displaying at their

own cost. Four information booths at agricultural equipment shows supported 36 firms. About \$478,000 was reported in projected sales.

Four shows in the U.S.A. for agricultural implements and electronics were visited by officers to investigate their suitability for future Manitoba participation.

Three trade associations were assisted with financial grants to support trade related activities.

The Trade Branch played a key role in organizing a trade and investment mission to The People's Republic of China in the fall of 1983. One company reported sales of \$25,000 and another estimated projected sales of \$2 million. Longer term prospects were considered excellent by 11 participants, but the market requires a long-term effort. In March 1984, a 5-member market exploration mission was sponsored to Australia to investigate the potential for agricultural equipment and component sales. Findings were encouraging and programs will be developed to increase market penetration by Manitoba firms. Market opportunities will be discussed with the industry at a spring seminar.

Advertising programs were carried out for the agricultural equipment sector. A Manitoba agricultural equipment brochure and directory was widely distributed at U.S., Canadian, Australian and U.S.S.R. trade shows. Over 1,100 product inquiries were generated. The sector was also promoted in a catalogue of Canadian dryland farming equipment, produced by the Canadian Consulate in Australia. A cooperative advertising program was initiated in February, 1984 placing group ads in major U.S. trade publications. These advertising programs supported 100 firms.

A review of the previous year's Institutional Market Program indicated that Manitoba firms expect \$1.3 million in new business this year as a result of contacts made and business opportunities identified.

General trade development activities carried out by officers included advice and assistance to Manitoba manufacturers on channels of distribution, product presentations and market penetration possibilities in general. Federal trade assistance programs, trade fairs, missions and liaison with consulates are promoted as required. The Branch processed 107 such requests.

Commercial Services gave export and general trade assistance to 211 requests. All areas of trade procedures including U.S., Canadian or foreign tariff and regulation matters; export pricing, shipping, documentation, finance and insurance; contract, trade and payment terms interpretation

and legalities; and other aspects related to a trade transaction are available to exporters or potential exporters. Although most inquiries cannot be matched up with a specific sale, identifiable sales directly influenced by trade and commercial assistance amounted to \$1.3 million.

The Trade Branch organized, co-sponsored and participated in 16 seminars. Topics included market planning, basic principles of exporting, export pricing, export trading houses and African trade opportunities. A total of 432 persons participated. Some events formed part of Export Trade Month, a federal-provincial program aimed at increasing business and public awareness of the importance of exports to the Canadian economy.

A restructuring of the Department of Economic Development and Tourism into the Department of Industry, Trade and Technology included the transfer of the Regional Benefits group to Trade Branch. New emphasis was placed on the export of services. Areas of concern that will be further investigated next year include government purchasing policies, import replacement, access to world development organization contracts and export awareness in general.

Liaison has been maintained with other organizations fostering trade such as banks, forwarders, customs brokers, federal departments and agencies, C.E.A., C.M.A., P.I.M.A., C.O.S.T.P.R.O., and various Chambers of Commerce.

Participation in the Programs and Education Sub-Committees of the Trade Development Committee of the Winnipeg Chamber of Commerce has contributed to seminar planning as well as a number of export education initiatives proposed to the University of Manitoba and the Manitoba Government.

Numerous federal-provincial and inter-provincial meetings have addressed a wide range of trade matters.

Close cooperation and coordination with the federal Department of Regional Industrial Expansion has continued. A joint industry-government "Manitoba Export Workshop" held in November, 1983 addressed export support programs and services available and discussed industry's needs and requirements.

Strategic Planning and Economic Development

The Strategic Planning Division provides planning support, policy analysis and related economic services to the Department, and through the Executive Branch, to the Economic and Resource Investment Committee of Cabinet. Its objective is to act as lead agent in government for economic development in the province.

Activities

A. Policy Development and Analysis

- Contributed to technology policy development and coordination within government and initiated a special focus on the human aspects of adaptation to technological change.
- Undertook a major analysis of the Service Sector and a preliminary review of public sector policy options regarding development of the Service Sector.
- Assessed the Science and Technology Centre proposal.
- Reviewed the Buy Manitoba Policy.
- Monitored the proceedings for the Macdonald Commission.
- Undertook policy analysis of private sector proposals involving or requesting government support.

B. Program Development and Assessment

- Assisted in the design of the Development Agreement program of the Manitoba Jobs Fund.
- Undertook an in-depth review of the federal Industrial and Regional Development Program.
- Assisted the Development of Business Development and Tourism in the development of the Venture Capital Program and related small business initiatives.

- Assisted in the assessment of the Manitoba Interest Rate Relief Program for small business.
- Participated in an inter-departmental assessment of the Churchill Research Centre.
- Assisted in the development of worker co-op and ownership initiatives (with the Departments of Cooperative Development and Business Development and Tourism).

C. Strategic Planning Support

- Assumed a lead role in coordinating and documenting the department's strategic planning activities, in line with Treasury Board guidelines.
- Prepared and updated economic overview material, primarily focusing on long term strategies.
- Monitored and evaluated the performance of Manitoba's manufacturing sector.

D. Inter-Agency Liaison

- Undertook coordination and support responsibilities for the Economic and Resource Investment Committee of Cabinet.
- Coordination and provincial responsibility with respect to the federal-provincial Economic and Regional Development Agreement and related sub-agreements.
- Exercised lead responsibilities for provincial input into applications to the Foreign Investment Review Agency.

E. Executive Response

- Prepared the Minister's House Book for use in the Legislative Assembly.
- Prepared speech and briefing materials for the Minister's use at a wide variety of events.

Corporate and Community Relations Branch

This Branch provides communications support and makes public information recommendations for the effective delivery of department programs and services. The Branch also provided communications services to promote programs under Enterprise Manitoba — the five-year, \$44 million Canada-Manitoba Industrial Development Subsidiary Agreement, which officially expired in September, 1984.

Communications efforts are accomplished through the use of:

- Printed Literature (brochures, pamphlets and reports)
- Advertising
- Trade Shows (exhibits and displays)
- Public Relations
- Audio-Visual Aids
- Promotional Events (plant openings, expansions and news conferences)

A major brochure entitled "Manitoba-Canada" was produced to promote the province's economy and investment potential.

The Branch also produced three brochures detailing the technology services operated by the Manitoba Research Council: The Canadian Food Products Development Centre; The Industrial Technology Centre; Computer Aided Engineering in Manitoba. All brochures were funded under Enterprise Manitoba.

An investment-seeking advertising program was produced and placed in selected U.S. and Canadian business publications.

Technology seminars sponsored by the Manitoba Research Council were advertised in Manitoba-based publications.

A cooperative advertising program was developed to promote the province's agricultural equipment and component manufacturing sector. Companies participated with display advertisements along with the Trade Branch to market products in U.S. Midwest and Western Canadian farm trade publications.

Department programs and service advertisements were produced and placed in Manitoba-based publications as required throughout the fiscal year.

Exhibits and displays were produced for 10 trade shows in which the department participated:

- Chamber of Commerce Business Show — Winnipeg
- Miconex Exhibition and Conference — Winnipeg
- Agri-Component Exhibition — Kansas City, Missouri
- Central Plains Trade Fair — Portage la Prairie
- Western Canada Farm Progress Show — Regina, Saskatchewan
- Centrex — Winnipeg
- Northern Farm Show — Minneapolis, Minnesota
- Ag-Expo — Lethbridge, Alberta
- Manitoba Schools Careers Symposium — Winnipeg
- Montana Agri-Trade Exposition — Billings, Montana

The Branch coordinated and financially assisted with two plant openings for department clients in Manitoba during 1983-84. Corporate and Community relations also coordinated news conferences in support of departmental program announcements.

Information Management Division

Information Management Division joined the Department in November, 1983, as part of a Government reorganization.

As a result of the move to Industry, Trade and Technology, the Division's responsibilities were expanded to include support of the Department's economic development mandate related to information technology strategy and programs.

Mission Statement

To provide direction for the effective and appropriate application of information technologies within the public sector and to develop and implement selected economic development initiatives related to information technology.

Objectives:

- Development and administration of public sector information resource management strategies and policies.
- Provide central planning for the effective application of information systems and related technologies in support of government program delivery and decision making.
- Provide support to line organizations in their information planning and systems development activities.
- Provide support to Treasury Board in the administration of policies in all matters related to information management.
- Identify and support economic development strategies through public sector activities and industry support programs.
- Contribute to development of government policies related to information management and information technology issues.

Activities

- Continuing project participation through advisory and steering committees for large government information systems (e.g. Child Welfare System, Social Allowances, Purchasing Bureau Information System).
- Continuing consultative support to departments for systems involving word processing and micro computers.
- The start of the Manitoba Telidon Pilot (a joint federal-provincial program).
- The implementation of support for the Decision Support Centre.
- The start of specific software training sessions for government employees (e.g. LOTUS 1-2-3, IFPS).
- Continued coordination of user groups for micro computer and word processors.
- Development and presentation to Economic and Resource Investment Committee (ERIC) of the Information Technology strategy in January, 1984.
- Development and approval by ERIC and the Cabinet, of the Information Technology Program (InfoTech) in March, 1984. This was one of the first Jobs Fund initiatives of the Department to be approved.

Associated Agencies

Honourable Eugene Kostyra,
Minister of Industry, Trade
and Technology,
Room 358, Legislative Bldg.,
Winnipeg, Manitoba.
R3C 0V8

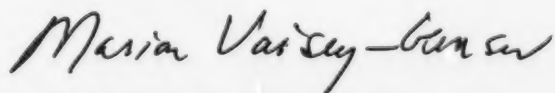
Dear Mr. Kostyra:

I am pleased to submit the Annual Report of the Manitoba Research Council for the fiscal year ending March 31, 1984 as required under Section 13 of the Research Council Act.

The fiscal year covered by this report represents one of physical growth for the Manitoba Research Council. The formal opening of the Industrial Technology Centre's Computer Aided Engineering facility and the Canadian Food Products Development Centre's building expansion have tangibly demonstrated the Province's commitment to technology.

On behalf of the Manitoba Research Council, I would like to express my appreciation to the Province for its support.

Respectfully submitted,

A handwritten signature in cursive script that reads "Marion Vaisey-Genser".

Marion Vaisey-Genser
Chairperson.

Manitoba Research Council

The Manitoba Research Council's objective is to strengthen the effective use of science and technology appropriate for the economic and social development of Manitoba, through the provision of informed counsel to the Minister of Industry, Trade and Technology and through the undertaking of specific scientific and technological tasks.

Under legal agreement with the province, the Manitoba Research Council operates two technology centres which provide scientific and technological service to industry and government clients on a contractual basis. Through the Centres, the Council provides a selected range of technological support and actively promotes this capability to the industrial community to assist in solving problems and helping business to achieve their objectives.

The Manitoba Research Council's membership is comprised of representatives from government, university and the private sector.

Physical operations of the Manitoba Research Council are comprised of the Directorate, the Industrial Technology Centre and the Canadian Food Products Development Centre.

Directorate

The Manitoba Research Council Directorate operates as the primary liaison between the MRC and the Department of Industry, Trade and Technology. The primary function of the Directorate is to undertake activities that precipitate and/or contribute to the technological development of the province and which will increase the general awareness in the province of the nature and importance of technology. The major orientation of Directorate staff activities are in support of the Manitoba Research Council operations.

Activities

- Organization of a Manitoba Research Council Directorate to provide staff assistance to Council and government for the examination of the issues and means of furthering the technological development of Manitoba.
- Undertook promotional activities to publicize the services of the technology centres and create public awareness of the importance of technology.

- Ongoing technical assistance to industry through the operation of the Industrial Technology Centre and the Canadian Food Products Development Centre. Detailed activities of the Centres are reported separately.
- Continued membership and active participation in the Association of Provincial Research Organizations with attendant benefits being brought to the province.
- Continued operations of a Metric Information Centre to provide services pursuant to the legal agreement reached between the Province and the Metric Commission of Canada.
- Representation of Manitoba in several national organizations and conferences with respect to technology issues (e.g. Canada Tomorrow Conference).
- The successful culmination of efforts to persuade the National Research Council to locate an Institute for Manufacturing Technology in Winnipeg. The MRC continues to be closely involved in facilitating NRC's start-up and will be housing staff and equipment pending building completion.
- Co-sponsored the conference "The Future of Work, People and Technology" organized by the Museum of Man and Nature (October, 1983).
- Development of the Engineering and Science Graduate Program as a Jobs Fund initiative. This program is designed to create jobs for 1983 science and engineering graduates from Manitoba universities.
- Completion of a review of federal R&D expenditures in Manitoba and progress on a study of commercialization initiatives.
- Participation in activities to examine opportunities for western provincial cooperation in science and technology.
- Development of a technology strategy for Manitoba.
- Development of a comprehensive slate of programs to promote technology in Manitoba for 1984-85.



PROVINCE OF MANITOBA
PROVINCIAL AUDITOR

The Manitoba Research Council
Report of the Provincial Auditor's Office

We have examined the financial statements, being Exhibits A, B, C and D, and Schedules 1, 2 and 3, of The Manitoba Research Council for the fiscal year ended March 31, 1984. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, the financial statements present fairly the financial position of The Manitoba Research Council as at March 31, 1984 and the results of its operations for the year then ended in accordance with the accounting policies stated in note 1 to the financial statements applied on a basis consistent with that of the preceding year.

W.K. Ziprick, C.A.,
Provincial Auditor.

August 23, 1984,
Winnipeg, Manitoba.

Exhibit A
THE MANITOBA RESEARCH COUNCIL

Balance Sheet
as at March 31, 1984
(with 1983 figures for comparison)

	1984	1983
ASSETS		
Current:		
Cash	\$ 5,500	\$ 5,500
Funds on deposit with the Minister of Finance:		
Trust accounts	1,072,472	1,075,805
Term deposit	440,000	—
	<u>1,512,472</u>	<u>1,075,805</u>
Accounts receivable (Note 2)	908,616	515,080
Prepaid rent	—	10,902
Accrued interest receivable	2,256	—
	<u>2,428,844</u>	<u>1,607,287</u>
Fixed: at cost (Note 1(b))		
Automobile	10,000	10,000
Building	832,312	832,312
Furniture and fixtures	294,475	221,330
Equipment	4,042,342	2,894,408
Leasehold improvements	393,855	221,399
Land	25,000	25,000
	<u>5,597,984</u>	<u>4,204,499</u>
	<u>\$ 8,026,828</u>	<u>\$ 5,811,736</u>
LIABILITIES		
Current:		
Accounts payable	\$ 131,739	\$ 54,247
Loan payable (Note 6)	112,385	—
Investment in fixed assets, Schedule 1	5,597,984	4,204,449
Unexpended funds, Exhibit B	2,184,720	1,553,040
	<u>\$ 8,026,828</u>	<u>\$ 5,811,736</u>

Exhibit B
THE MANITOBA RESEARCH COUNCIL
Unexpended Funds Summary Statement
as at March 31, 1984
(with 1983 figures for comparison)

	1984	1983
Canadian Food Products Development Centre:		
Grant Account, Exhibit C	\$ 858,128	\$ 564,201
General Account	<u>62,371</u>	<u>62,371</u>
	<u>920,499</u>	<u>626,572</u>
Industrial Technology Centre:		
Grant Account, Exhibit D	<u>1,263,007</u>	<u>925,254</u>
Other Projects:		
General Account	<u>1,214</u>	<u>1,214</u>
Unexpended Funds, Exhibit A	<u>\$ 2,184,720</u>	<u>\$ 1,553,040</u>

Exhibit C
THE MANITOBA RESEARCH COUNCIL
Statement of Revenue and Expenditure and Unexpended Funds
Canadian Food Products Development Centre, Grant Account
for the year ended March 31, 1984
(with 1983 figures for comparison)

	1984	1983
Revenue:		
Grants received from the Province of Manitoba and Canada (Note 1(a))	\$ 925,153	\$ 752,535
Fees for service	408,523	294,801
Contribution from National Research Council (Note 3)	78,078	63,000
Term deposit interest	33,325	—
Total revenue	<u>1,444,989</u>	<u>1,110,336</u>
Expenditure, Schedule 2:		
Operating	907,053	724,569
Capital	244,009	122,460
Total expenditure	<u>1,151,062</u>	<u>847,029</u>
Excess of revenue over expenditure	293,927	263,307
Balance of unexpended funds at beginning of year	564,201	300,894
Balance of unexpended funds at end of year, Exhibit B	<u>\$ 858,128</u>	<u>\$ 564,201</u>

Exhibit D

THE MANITOBA RESEARCH COUNCIL

**Statement of Revenue and Expenditure and Unexpended Funds
Industrial Technology Centre, Grant Account
for the year ended March 31, 1984
(with 1983 figures for comparison)**

	1984	1983
Revenue:		
Grants received from the Province of Manitoba and Canada (Note 1(a))	\$ 3,070,121	\$ 2,712,762
Fees for service	1,165,961	590,227
Contribution from the National Research Council (Note 3)	356,732	189,000
Metric Information Centre Agreement (Note 4)	91,434	82,904
Term deposit interest	46,541	—
Total revenue	<u>4,730,789</u>	<u>3,574,893</u>
Expenditure, Schedule 3:		
Operating	2,973,510	1,797,198
Capital	1,149,526	1,066,110
Contracts	270,000	204,409
Grants	—	3,446
Total expenditure	<u>4,393,036</u>	<u>3,071,163</u>
Excess of revenue over expenditure	337,753	503,730
Balance of unexpended funds at beginning of year	<u>925,254</u>	<u>421,524</u>
Balance of unexpended funds at end of year, Exhibit B	<u>\$ 1,263,007</u>	<u>\$ 925,254</u>

Schedule 1

THE MANITOBA RESEARCH COUNCIL
Schedule of Investment in Fixed Assets — at Cost
for the year ended March 31, 1984

	Balance March 31, 1983	Acquisitions	Balance March 31, 1984
Canadian Food Products Development Centre			
Equipment	\$ 612,270	\$ 242,948	\$ 855,218
Furniture and fixtures	9,864	1,061	10,925
Leasehold improvements	12,956	—	12,956
Building	832,312	—	832,312
Land	25,000	—	25,000
	<u>1,492,402</u>	<u>244,009</u>	<u>1,736,411</u>
Industrial Technology Centre			
Automobile	10,000	—	10,000
Equipment	2,282,138	904,986	3,187,124
Furniture and fixtures	211,466	72,084	283,550
Leasehold improvements	208,443	172,456	380,899
	<u>2,712,047</u>	<u>1,149,526</u>	<u>3,861,573</u>
Investment in fixed assets, Exhibit A	<u>\$ 4,204,449</u>	<u>\$ 1,393,535</u>	<u>\$ 5,597,984</u>

Schedule 2

THE MANITOBA RESEARCH COUNCIL

Schedule of Expenditures
Canadian Food Products Development Centre — Grant Account
for the year ended March 31, 1984
(with 1983 figures for comparison)

	1984	1983
Expenditures:		
Operating:		
Advertising and promotion	\$ 6,621	\$ 9,248
Bad debt expense	—	3,074
Building maintenance and repair	20,219	8,971
Computer related expenses	4,936	1,095
Equipment — rentals, maintenance and repair	23,762	21,254
Fees — memberships, seminars, customs and audit	19,533	19,422
Heating, utilities and taxes	36,790	31,639
Laboratory supplies	120,148	84,203
Library — consultants and publications	11,572	8,523
Postage and telephone	19,378	14,755
Printing and stationery supplies	10,569	7,843
Purchased testing services	29,767	37,010
Real estate rental	6,695	6,116
Salaries and employee benefits	568,101	444,022
Staff transfer and relocation costs	—	3,989
Travel and transportation	28,962	23,405
	<u>907,053</u>	<u>724,569</u>
Capital:		
Construction contract	—	720
Equipment and furnishings	244,009	121,740
	<u>244,009</u>	<u>122,460</u>
Total expenditures, Exhibit C	<u>\$ 1,151,062</u>	<u>\$ 847,029</u>

Schedule 3

THE MANITOBA RESEARCH COUNCIL

Schedule of Expenditures
 Industrial Technology Centre, Grant Account
 for the year ended March 31, 1984
 (with 1983 figures for comparison)

	1984	1983
Expenditures:		
Operating:		
Advertising and promotion	\$ 22,399	\$ 37,352
Bad debt expense	19,205	13,653
Building maintenance and repair	20,544	24,844
Consulting fees	14,189	18,807
Computer related	100,749	41,837
Equipment — rentals, maintenance and repair	25,898	17,861
Fees — memberships, seminars, customs and audit	61,005	29,638
Heating, utilities and taxes	106,145	48,595
Laboratory supplies	175,149	88,779
Library — consultants and publications	110,855	40,447
Postage and telephone	64,501	33,123
Printing and stationery supplies	56,164	44,600
Purchased testing services	225,067	29,687
Real estate rental	143,705	132,037
Salaries and employee benefits	1,671,241	1,112,969
Staff transfer and relocation costs	20,548	30,074
Travel and transportation	122,204	52,895
Interest expenses	13,942	—
	<u>2,973,510</u>	<u>1,797,198</u>
Capital:		
Equipment and furnishings	977,070	1,066,110
Leasehold improvements	172,456	—
	<u>1,149,526</u>	<u>1,066,110</u>
Contracts:		
Industrial Applications of Micro-		
Electronics Inc.	200,000	150,000
University of Manitoba — Dr. Sehon	70,000	54,409
	<u>270,000</u>	<u>204,409</u>
Grants — Ancast Industries	<u>—</u>	<u>3,446</u>
Total expenditures, Exhibit D	<u>\$ 4,393,036</u>	<u>\$ 3,071,163</u>

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements
for the year ended March 31, 1984

1. Accounting Policies

(a) Nature of accounts

The Manitoba Research Council is presently carrying out two activities and accounts for each activity in separate grant accounts. The Council operates the Canadian Food Products Development Centre and the Industrial Technology Centre under agreements with the Province of Manitoba, for which the funding is provided by the Governments of Canada and Manitoba under the Subsidiary Agreement on Industrial Development. Under the terms of the Agreement expiring March 31, 1984, expenditures on approved projects are shared by Canada and Manitoba to September 30, 1984 on a 62.5 percent and 37.5 percent basis, respectively. Funds for the continuing operation of the Centres beyond September 30, 1984 have been provided for in the 1984-85 appropriations of the Department of Industry, Trade and Technology.

Funds generated from operations of an activity in periods prior to the Council operating under the Subsidiary Agreement on Industrial Development were recorded in a general account of the activity. These general account funds are available to the Council for undertakings related to the activity in excess of the funds authorized by way of Canada-Manitoba contributions. Under the Subsidiary Agreement on Industrial Development, funds generated from operations of the Centres are applied against the costs of operations of the Centres.

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements
for the year ended March 31, 1984

(b) Fixed assets

The balance sheet reflects fixed assets at cost, with a corresponding entry to "Investment in Fixed Assets." All fixed asset acquisition and sale transactions appear in the statement of revenue and expenditure. Because asset purchases and sales are reflected as expense and revenue as incurred, no provision is made for depreciation or amortization of fixed assets.

The Council's policy is to remove the cost of all physical assets from the accounts which have:

- become obsolete during the year,
- been sold or otherwise disposed of during the year, or
- in the case of leasehold improvements, a full write-off will be recorded at the termination of the lease period, excluding any renewal option periods.

Restrictions over fixed assets under the Subsidiary Agreement on Industrial Development: Physical assets acquired or constructed under this agreement must be utilized in a manner compatible with the intent of the agreement for at least 10 years. Any incompatible use of such physical assets within the 10 year period, including disposition by way of outright sale, would require a repayment to Canada of 62.5 percent of the fair market value of the asset at the time of the change of use.

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements
for the year ended March 31, 1984

(c) General and administrative expenses

General and administrative expenses relating to the activities of the Canadian Food Products Development Centre and the Industrial Technology Centre are paid for from the funds of these activities except for two departmental staff members assigned to the Industrial Technology Centre without charge to the Centre. Administrative and general expenses related to the Council's other operations are paid by the Department of Industry, Trade and Technology from its appropriations.

2. Accounts Receivable:

	1984	1983
Canadian Food Products Development Centre		
Trade:		
Government of Canada	\$ 19,500	\$ 10,882
Other	116,385	119,770
	135,885	130,652
Less: Allowance for doubtful accounts	2,492	3,074
	133,393	127,578
Contribution Agreement — National Research Council	78,077	—
Total	211,470	127,578
Industrial Technology Centre		
Trade:		
Province of Manitoba	120,254	67,852
Government of Canada	9,614	—
Other	420,544	187,135
	550,412	254,987
Less: Allowance for doubtful accounts	52,499	33,293
	497,913	221,694
Contribution Agreement — National Research Council	199,233	126,000
Metric Commission Canada — Agreement	—	39,808
Total	697,146	387,502
Accounts Receivable, Exhibit A	\$ 908,616	\$ 515,080

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements for the year ended March 31, 1984

3. National Research Council Contribution Agreement

For the year ended March 31, 1984, a contribution agreement was approved between the National Research Council (NRC) and the Manitoba Research Council (MRC) which provided that the NRC would contribute \$385,000 to the MRC for services equivalent to five and one-half staff years plus overhead in respect to MRC providing technical information services to industry in Manitoba, an activity which augments the services that are provided by the NRC. On the basis of NRC's contribution, such services were provided during the year by staff of the Industrial Technology Centre and Canadian Food Products Development Centre.

4. Metric Information Centre Agreement

A three year agreement ending March 31, 1984 between Canada and the Province of Manitoba provides for annual funding from Canada up to \$68,000 plus any change in the Consumer Prices Index on the basis that MRC channel information to and respond to enquiries from individual enterprises and organizations, as well as impart knowledge regarding the plans, progress and implications of metric conversion. During the year, MRC provided such services utilizing the staff, facilities and supplies of the Industrial Technology Centre. This agreement has been renewed for a one year term ending March 31, 1985.

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements for the year ended March 31, 1984

5. Expansion of the Canadian Food Products Development Centre (C.F.P.D.C.)

During the year, construction began on an expansion to the CFPDC facilities. The total cost of the expansion will be \$750,000 and will be completed during the 1984-85 fiscal year. Costs of the project incurred up to March 31, 1984 have been paid by the Department of Government Services from funds received from the Manitoba Jobs Fund and consequently are not reflected as a CFPDC expenditure. The total contribution from the Manitoba Jobs Fund will be \$491,000 and the remainder of the cost will be paid from the unexpended funds of the Centre during the fiscal year 1984-85.

The effect of the above arrangement on the accounts of the Council will be reflected in the body of next year's financial statements after the expansion has been completed and the cost is actually incurred by the Council.

6. Loan Payable

During the year, certain improvements were made to the facilities of the Industrial Technology Centre at a cost of \$117,000. The cost was financed by way of a loan repayable over ten years in equal monthly instalments of \$1,855.63 including principal and interest. As at March 31, 1984, the outstanding loan principal amounts to \$112,385.

THE MANITOBA RESEARCH COUNCIL

Notes to Financial Statements for the year ended March 31, 1984

7. Outstanding Commitments as at March 31, 1984 (with 1983 figures for comparison):

	1984	1983
(a) The Canadian Food Products Development Centre:		
Acquisition of equipment	\$ 17,959	\$ 34,248
Facilities expansion — contract (Note 5)	259,000	—
Other committed funds	6,111	6,957
	<u>\$ 283,070</u>	<u>\$ 41,205</u>
(b) Industrial Technology Centre:		
Lease of premises to June 30, 1984	\$ 32,706	\$ 163,527
Acquisition of equipment	15,429	65,474
Other committed funds	33,375	3,928
	<u>\$ 81,510</u>	<u>\$ 232,929</u>

Industrial Technology Centre

The Industrial Technology Centre is jointly funded by the federal and provincial governments through the Enterprise Manitoba Agreement. The objectives of the Centre are to provide scientific and technical services to Manitoba industry, to stimulate the application of new technology to Manitoba industry, to translate evolving technology into new manufacturing opportunities and to enhance the appeal of Manitoba as an industrial location.

The Industrial Technology Centre facilities opened in March 1980. This report covers the fourth full year of operation, representing the last year of Enterprise Manitoba funding.

The Industrial Technology Centre is operated by the Manitoba Research Council and receives assistance on program development from an advisory board with representatives from industry, university, the federal government and the provincial government. The Industrial Technology Centre Advisory Board met five times during the year.

The Industrial Technology Centre supplies technical information and conducts fee-for-service projects primarily for local industry clients, in the areas of biotechnology; chemical engineering; computer aided engineering; electrical and electronic engineering; manufacturing engineering; mechanical engineering; and metallurgy/material science. Projects for industry clients include component and machine design and development; prototype fabrication; process development; failure analysis; mechanical testing; system design; plant layout; and computer applications to design and manufacturing. Projects for government clients include long term studies in areas having implications on the economic and industrial development of the province. Examples are research and development in alternate fuel production and testing.

Facilities include 2,550 square metres of leased office, laboratory and library space equipped to suit the work of the various divisions.

Activities

- An advanced factory space bay was leased from the Winnipeg Enterprise Development Centre and renovated for installation of the computer aided engineering laboratory. The laboratory was officially opened in September, 1983. By year end the facility was being fully utilized on client projects and client training programs.

- During the year, the Industrial Technology Centre applied to the Standards Council of Canada for certification as an accredited testing organization. By year end, an audit had been conducted and procedures undertaken to receive accreditation for mechanical, physical and chemical testing, according to 70 standards.
- A contract with the National Research Council of Canada was expanded to include funding for two additional IRAP-C field service employees, one located in Brandon and one in Winnipeg.
- The successful completion of several alternate fuel testing programs resulted in major extensions of alternate fuel work. New projects included contracts on methanol fuel testing with M.V.M.A. endorsement, a contract on the use of ammonia as an engine fuel and cold weather testing of four alternate fueled vehicles on behalf of Toyota Motor Corporation.
- Local industry use and acceptance of the Centre continued to expand, with a 100% increase in sales over the previous fiscal year.

452 fee-for-service projects were completed during the year for gross sales of \$1,198,700. This represents a 26 per cent increase in numbers of projects and a 100 per cent increase in sales over the last fiscal year. Industry clients of 67 projects received financial support through the National Research Council's IRAP-L program. At year end, 61 projects were in progress under signed contracts for a value of \$1,571,000, representing a 162 per cent increase in value of work in place, when compared to the same period last year. At year end, an additional 77 projects were under negotiation.

Table (1) shows gross sales for each of the four quarters of the fiscal year, while Table (2) illustrates gross sales and numbers of projects completed by each division during the year.

Table (3) presents the distribution of gross sales by geographic location and by client type. During the year, 74 per cent of sales were for Winnipeg clients, 17 per cent for other Manitoba clients and 10 per cent for out-of-province clients. As well, 59 per cent of sales were for industry clients, 12 per cent for crown corporations and 29 per cent for the federal or provincial governments. Of the work conducted for the federal and provincial governments, about two-thirds was for the federal government and one-third for the provincial government. All are listed in Table (3) as Winnipeg-based, since they were administered from local government offices.

TABLE 1
1983-1984 Gross Sales by Quarter

Fiscal Year Quarter	No. of Projects	Gross Sales (\$000's)
Q1	84	71.5
Q2	96	182.5
Q3	105	245.2
Q4	167	699.6
Total	452	1,198.7

TABLE 2
1983-1984 Gross Sales by Division

Division	No. of Products	Gross Sales (\$000's)
Biotechnology	3	11.3
Chemical Engineering	80	349.2
Computer Aided Eng.	22	63.5
Electrical/Electronic Engineering	25	318.6
Manufacturing Eng.	7	25.7
Mechanical Engineering	176	299.4
Metallurgy/Material Science	130	122.5
Miscellaneous	9	8.3
Total	452	1,198.5

TABLE 3
Distribution of Gross Sales during 1983-1984 (per cent of total sales)

Client Location	Type of Client			Total
	Private Industry	Crown Corporation	Federal or Provincial Gov't.	
Winnipeg	42.1	2.5	29.1	73.7
Other Manitoba Locations	16.5	0.4	—	16.9
Out-of-Province	0.4	9.0	—	9.4
Total	59.0	11.9	29.1	100.0

Manitoba Research Council/ National Research Council Joint Programs

Under the IRAP contract with the National Research Council of Canada, technical information and assistance was supplied, at no cost, to a variety of industry clients. During the year 3,668 contacts were made and 2,933 client inquiries processed. This represents a 34 per cent increase in activities over the previous year. Of numbers of clients serviced, 80 per cent were from

Winnipeg while 20 per cent were from other Manitoba locations. During the year, staff made 467 plant visits. Table (4) shows the value of IRAP client services provided in each fiscal year quarter, while Table (5) shows the distribution of types of services.

During the year, 145 IRAP-L funding projects were approved for Manitoba clients on projects with a value of \$740,000. This represents a 115 per cent increase in the numbers of projects and a 149 per cent increase in funding over last year.

TABLE 4
1983-1984 IRAP Field Services by Quarter

Fiscal Year Quarter	No. of Clients Enquiries	No. of Contacts	Staff Time (h)
Q1	839	1097	3269
Q2	705	893	3402
Q3	763	952	3210
Q4	626	726	2842
Total	2933	3668	12723

TABLE 5
Type of IRAP Field Services; 1983-1984

Type of Service	Number of Clients Enquiries	
	Winnipeg	Rural
Introductory	267	89
Technical Information	770	184
Non-technical Information	348	60
Manufacturing & Industrial Engineering	219	61
General IRAP	289	65
Financial Assistance Information	84	30
Total	1977	489

Metric Information Service

Under a contract with the Department of Consumer and Corporate Affairs, information and assistance on metric conversion was supplied in response to 950 inquiries from industry clients and the general public. In addition, staff participated in 16 informational shows or demonstrations.

Client Seminars

Staff presented 2 client training seminars and 10 client training courses during the year, with a total attendance of 134. All were devoted to computer aided engineering.

Other Activities

Through previous agreements, financial assistance was provided to two groups during the year. This included \$200,000 in support of the Industrial Applications of Microelectronics Centre Inc., and \$70,000 in support of biotechnology research at the University of Manitoba.

Canadian Food Products Development Centre

The Canadian Food Products Development Centre is jointly funded by the federal and provincial governments under the Enterprise Manitoba Industrial Development Agreement. The objectives of the Centre are to provide scientific and technological service to the food, beverage and feed sectors and to assist in solving problems and helping business to achieve their objectives in the areas of product development, processing, marketing, packaging and storage.

The Canadian Food Products Development Centre is operated by the Manitoba Research Council and receives assistance on program development from an advisory board made up of representatives from the private sector, government and university. The Board met once during the year.

The Food Centre supplies technical information and conducts fee-for-service projects in the areas of food products formulation, food microbiology, food chemistry and food processing and other production technology. Projects and activities undertaken on behalf of clients include:

- Product and process development
- Evaluation and testing of products and equipment
- Information transfer
- Provision of pilot plant facilities
- Specialized technical training

The Centre has a core group of qualified staff and maintains microbiology, chemistry and food products laboratory as well as a process development lab and pilot plant facilities.

Present facilities include over 2,000 square metres of office, lab and library space, equipped with appropriate scientific and processing equipment. A building expansion which doubles the size of the Centre began in December, 1983 with an estimated completion date of July, 1984. It will include increased freezer and food storage capacity, enlarged dry mix, processing and shipping areas, and the addition of a meat inspector's office.

Activities

Steady progress was achieved in the fourth full year of operation with an increase of 41 per cent in earned income over the previous year.

Service fees received for clients' work during the year totalled \$416,500, of which approximately 75 per cent came from projects contracted with small- or medium-sized Manitoba food companies.

During the year, 101 projects were in progress, and 9 valued at \$94,400 were carried forward to 1984-1985 fiscal year. Value of contracts under negotiation at year end, adjusted for probability was \$179,700.

J.C. Foods Ltd. opened their own plant in Winnipeg introducing a new line of gourmet meat products. The company received extensive product development assistance and pilot plant facilities provided by the Food Centre.

A total of 893 client contacts were made during the year for a total of 2,693 hours of staff time. Of these clients, 54 per cent were located in Winnipeg, 44 per cent in rural Manitoba and 2 per cent from out-of-province.

Pilot production of brie cheese by a Portage la Prairie company (Chateau de Fromage) was in its tenth month at year end. Prospects are good for this company to begin full production in their own facility this year.

During the year a major project was carried out in which the feasibility of setting up a computerized information retrieval system for food-related technical literature. Support of this project was provided by NRC/CISTI in Ottawa.

Work commenced in January, 1984 on evaluating optional methods of treating selected waste products from food plants. This study will continue throughout the year with additional support from Agriculture Canada.

At year end, two new major initiatives were being investigated for potential development. They involve a new process for food preservation and food packaging services.

Seminars and Presentations

The director participated as the keynote speaker at the Manitoba Dairy Association Annual Meeting.

One consultant presented a seminar on Recipe Development, Menu Planning and Cost Control as part of a ten-week certificate course for food service staff of the Manitoba School.

The director participated on panel for a CIFST monthly meeting "Employment Opportunities in the Food Industry in the Next Ten Years."

Staff attended meetings and conferences of various professional organizations.

Tours and meetings were held at the Centre resulting in approximately 500 people touring the facilities and learning of the services the Food Centre provides.

Honourable Eugene Kostyra,
Ministry of Industry, Trade
and Technology,
Room 358, Legislative Building,
Winnipeg, Manitoba.
R3C 0V8

Dear Mr. Kostyra:

It is my pleasure to submit the Annual Report of the Manitoba Trading Corporation for the fiscal year ended March 31, 1984 as required by Section 15 of the Manitoba Trading Corporation Act.

Respectfully submitted,

E.J. Robertson
Chairman.

Manitoba Trading Corporation

The Manitoba Trading Corporation was established in 1974 by Legislation as a successor to The Manitoba Export Corporation which was established in 1963. The Corporation was provided with a \$500,000 working capital to enable it to carry out export business transactions and finance exports on a short-term basis. The Corporation is administered by the Trade Branch of The Department of Industry, Trade and Technology and reports to a Board of Directors. The Corporation had no operating budget or permanent staff.

Activities

A new Board of Directors was appointed during the year. Four Board meetings were held. A review of the Trading and Export Corporation was undertaken and it was decided to continue for the time being the previously established government policy of not to become directly involved in any export transactions, such as buying and selling of goods. The structure and activities of the Trade Branch provide an active export development and support program to Manitoba industry. The Corporation's Act will be maintained.



PROVINCE OF MANITOBA
PROVINCIAL AUDITOR

The Manitoba Trading Corporation
Report of the Provincial Auditor's Office

We have examined the accounts and financial statements, being Exhibits A and B, of The Manitoba Trading Corporation for the fiscal year ended March 31, 1984. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements, together with the notes thereto, present fairly the financial position of The Manitoba Trading Corporation as at March 31, 1984 and the results of its operations for the year then ended. The financial statements were prepared on an accounting basis consistent with that of the preceding year.

W.K. Ziprick, C.A.,
Provincial Auditor.

July 24, 1984,
Winnipeg, Manitoba.

Exhibit A
THE MANITOBA TRADING CORPORATION

Balance Sheet
as at March 31, 1984
(with 1983 figures for comparison)

	1984	1983
ASSETS		
Cash on deposit with Minister of Finance	\$ 502,792.83	\$ 519,256.16
Accounts receivable:		
Institutional Market Program (Note 2)	—	30,570.84
Trade	1,252.16	1,252.16
	<u>1,252.16</u>	<u>31,823.00</u>
	<u>\$ 504,044.99</u>	<u>\$ 551,079.16</u>
LIABILITIES		
Accounts payable — Institutional Market Program (Note 2)	\$ —	\$ 48,216.22
Advances from the Government of the Province of Manitoba for working capital	500,000.00	500,000.00
Surplus:		
Balance at beginning of year	2,862.94	3,184.75
Excess (deficiency) of revenue over expenditure, Exhibit B	1,182.05	(321.81)
	<u>4,044.99</u>	<u>2,862.94</u>
Balance at end of year	<u>\$ 504,044.99</u>	<u>\$ 551,079.16</u>

Exhibit B
THE MANITOBA TRADING CORPORATION

Statement of Revenue and Expenditure
for the year ended March 31, 1984
(with 1983 figures for comparison)

	1984	1983
REVENUE:		
Interest on overdue accounts receivable	\$ 133.05	\$ 129.83
Recovery of expenditures relating to:		
Export Development Corporation insurance refund	500.00	—
Institutional Market Program	555.00	—
Manitoba Trade and Tourism Office — Mexico	—	431.56
Sundry	—	16.80
	<u>1,188.05</u>	<u>578.19</u>
EXPENDITURE:		
Audit fee	—	900.00
Sundry	6.00	—
Excess (deficiency) of revenue over expenditure, Exhibit A	<u>\$ 1,182.05</u>	<u>\$ (321.81)</u>

THE MANITOBA TRADING CORPORATION

Notes to Financial Statements as at March 31, 1984

1. Administrative expenditures are funded from an appropriation of the Department of Industry, Trade and Technology.
2. During the preceding year an Institutional Marketing Program was jointly undertaken by the Federal and Provincial Governments. The program was administered by a Committee consisting of representatives of each of the participating governments. The Manitoba Trading Corporation carried out the receipts and disbursements function on behalf of the Committee.

INDUSTRY, TRADE AND TECHNOLOGY
Summary of Grants Paid 1983-1984 Fiscal Year

1. Incentive Grants	\$ 181,969.11
2. Enterprise Manitoba — Industrial Development Sub-Agreement	
A. Manitoba Research Council	3,348,788.11
1. Winnipeg Technology Centre	270,000.00
B. Other Grants and Assistance	199,341.47
	<u>\$4,000,098.69</u>
1. Industry, Trade & Technology Incentive Grants 83/84 Fiscal Year	
Northern Manitoba Regional Science Fairs	1,000.00
Manitoba Schools Science Symposium	1,000.00
Western Manitoba Science Fair	1,000.00
Canadian Association for Mentally Retarded	7,488.07
S.H.W. Totalisator Canada	28,803.00
Arthur Anderson & Co.	12,000.00
Standard Industries Ltd.	2,665.20
Freshwater Fish Market	40,550.00
Manitoba Fashion Institute	4,615.50
Village of Ethelbert	14,165.45
Espurs Equine Products	823.15
J.H. Hecht & Son, Ltd.	2,000.00
Sandy Bay Tackle Inc.	1,262.66
Crowson Greetings	1,062.07
Monarch Industries Ltd.	1,003.98
2 Line Products Ltd.	926.48
Transley Manufacturing	441.90
Prairie Publishers Group	599.95
Glesco Furniture Mfg. Ltd.	2,000.00
Paramount Furniture Ltd.	3,215.18
J. Line Gifts & Mfg. Ltd.	1,876.67
Linco Products Ltd.	899.20
C & J Jones (1983) Ltd.	1,283.07
Northern Goose Processors	2,000.00
J. Nash Sportswear Ltd.	460.65
Euro Craft of Canada Co. Ltd.	1,628.61
Elmcrest Furniture Mfg.	3,154.26
Acme Bedding & Furniture	2,000.00
Gemini Fashions of Canada	1,090.00
Barkman Concrete Ltd.	158.47
Regal Bedding 1977 Ltd.	866.78
Bond Sales Ltd.	746.04
Winnipeg Film Group	413.30
Shambrock Label Systems	1,515.50
Pace Setter Swim & Gym	2,153.86
Acme Chrome Furniture	1,809.48
Midland Manufacturing	697.09
Love Enterprises	1,202.64
Octigonic Ltd.	865.66
Grays PVC Pipes	3,006.11
Cantech Scientific Ltd.	749.48
Greenbelt Farm Systems	716.45
Aubin Nurseries Ltd.	346.53
Sawhill Furniture Co. Ltd.	1,027.15
GIII Ltd.	2,000.00
Westnofa of Canada Ltd.	1,628.70
R.D.C. Distributors	51.76

Triple D. Industries	272.57
Stutronics	234.75
All Canadian Emblem Co.	898.85
Craftech Manufacturing	1,651.00
George D. Simpson Manufacturing	734.11
Eclipse 3 Design Ltd.	2,000.00
Richardson Great North	2,000.00
Interlab Paints	700.00
Com-Sat Systems Ltd.	1,219.75
Quality Mattress Co. Ltd.	1,500.00
Vana Industries Ltd.	1,054.36
Froland Energy Control	334.93
JJEB Enterprises Ltd.	139.72
Octigonics Ltd.	899.14
Zen Tec Gym Equipment	959.00
KP Engineering	814.30
Automatic Sprouting System	1,451.10
Federal Pioneer Ltd.	1,932.00
Indian Springs Products	444.38
Manitoba Crafts Council	1,000.00
Association of Consulting Engineers	759.10

\$ 181,969.11

2. Enterprise Manitoba — Ind. Dev. Sub Agreement
Federal-Provincial Cost-Shared Programs

A. Grants to Manitoba Research Council

3,348,788.11

1. Grants by Man. Research Council

(Wpg. Tech. Centre)

University of Manitoba (Dr. Sehor.)

Industrial Application of Microelectronics Centre Inc.

70,000.00

200,000.00

270,000.00

B. Other Grants and Assistance

Otto Bock Canada Ltd.	3,500.00
Advance Paper Box Ltd.	1,800.00
Letchford Industries Ltd.	714.50
Glen Spence's N.D.T. Company	1,858.48
V.A.W. Mfg. Ltd.	2,590.00
Canadian Steel Tank	28,400.00
Canadian Greetings	1,920.00
Polet Lumber & Supply	2,004.00
Vega Helicopters	5,556.00
Airmaster Sales Ltd.	2,000.00
Export Packers Company	3,375.00
Manitoba Egg Producers	3,375.00
Manitoba Dairy Co-operators	1,750.00
Bristol Aerospace Ltd.	75,024.50
TAI Food Co. Ltd.	1,500.00
Sperling Farms Ltd.	2,500.00
Manitoba Egg Producers	997.32
Monarch Industries Ltd.	15,500.00
Homestead Computer Services	16,666.67
William R. Barnes Co.	6,500.00
Citation Software Inc.	8,232.00
Carte Electric Ltd.	9,600.00
B. McFerron	1,250.00
G. B. Wood	2,728.00

\$ 199,341.47

MANITOBA INDUSTRY, TRADE AND TECHNOLOGY

EXPENDITURE VARIANCES

1983/1984 Actuals vs. 1983/1984 Estimates
for the year ended March 31, 1984 (\$000's)

1983/1984 actuals	9,219.2
1983/1984 main estimates	10,021.3
Increase/(decrease)	(8,021)

Appropriation Number	Name	Actuals to: March 31/84	1983/1984 Estimates	Over (Under) Estimate	Expl. #
10-1A	Minister's Salary	12.0	12.0	—	—
10-1B	Executive	285.2	283.7	1.5	—
10-1C	Finance & Admin.	641.4	661.0	(19.6)	—
10-2A-1	Strategic Plan'g	314.5	249.7	64.8	(1)
10-2A-2	Technology	258.7	238.8	19.9	—
10-2A-5	Economic Research	556.0	588.3	(32.3)	—
10-2B-1	Admin. Ind. & Trade	202.5	190.9	11.6	—
10-2B-2	Industry	964.5	880.8	83.7	—
10-2B-3	Regional Benefits	146.5	139.4	7.1	—
10-2B-4	Trade	567.4	602.7	(35.3)	—
10-2C	Communications	539.3	623.5	(84.2)	—
10-2E-3	MRC	3348.7	3809.6	(460.9)	—
10-4A-1C	Capital — MRC	646.5	900.0	(253.5)	(2)
07-6	Info. Mgmnt. Div'n.	736.0	840.9	(104.9)	—
Total Department		9219.2	10,021.3	(802.1)	—

MANITOBA INDUSTRY, TRADE AND TECHNOLOGY

EXPENDITURE VARIANCE EXPLANATIONS

1983/1984 Actuals vs. 1983/1984 Main Estimates
for the year ended March 31, 1984

Expl. #	Explanation
1.	Strategic Planning Unanticipated retention of special advisor to government, survey subscription and strategic studies.
2.	Capital — MRC Did not finish purchasing all of the computer hardware that had been budgeted.